

confidence. It is quality he wants, and he thinks the best is always the cheapest. He does not consider his neighbor in pricing his goods, but makes a fair, legitimate profit that is consistent with the quality of the drug he sells.

Which method of doing business is more profitable in the end?

It is a known fact that the American people, as a rule, are easily humbugged. They always want something for nothing. Their eye is caught by glaring advertisements of cheap prices. But they are too smart to be caught twice by the same trick, especially on a matter of such vital importance to them as pure drugs.

Do you think a man would go to a drug store a second time where he had not received pure drugs, what he asked and paid for the first time? I answer, No; at least it is not reasonable to suppose he would. Therefore I contend it does not pay a druggist, from a profitable or financial standpoint, to substitute cheap and inferior goods for those which may cost more but which are pure.

Now let us moralize a little on the subject:

The druggist who will sell you inferior drugs will substitute or take an unfair advantage of you whenever the opportunity presents itself. In a very short time all with whom he comes in contact will find him out. His methods are dishonest, and he is not to be trusted. His natural trade drifts from him; he has lost the respect and confidence of all. The physicians shun his store and advise their patients not to deal there, as they can not get pure drugs; while the druggist who is fair and honorable in his dealings, and who keeps nothing that would reflect discredit on his business, or the reputation of the physician, wins the confidence and respect not only of his immediate trade, but attracts from his neighbor. The physician places the utmost confidence in him and recommends his patients to go there, for he knows they will get what he prescribes and can depend on the results.

I believe the public is rapidly becoming educated to the point of selecting their druggist with the same discretion and judgment they use in the choice of their physician, and the druggist who conducts his business honestly and conscientiously will be fully appreciated by the desirable trade.

Another point frequently advanced by druggists as an excuse for substitution is that physicians prescribe every new preparation that is called to their notice. They specify a certain make, when the druggist may have in stock his own or some other make that is equally efficacious. It is a great temptation to substitute, for you all know it may be the only prescription he may receive for that particular make, and the remainder of the package is an entire loss. This condition is to be deplored, but for the present we have to submit as gracefully as possible. The only proper thing to do, if possible, is to get the preparation, charge near cost, so as to make yourself safe, then trust in the

Lord to sell the rest—but under no condition or circumstances substitute. Then you have done your duty to patient, physician, manufacturer, and druggist.

HOW TO PREVENT IT.

It is very easy to see the evil effects of substitution, but to correct this evil is a very difficult matter.

We could perhaps formulate a State law that would cover the point, and with heavy penalty attached might have some effect, but even that would only be an assistance, not a cure of the evil. If a man has a desire to practise fraud he will in some way accomplish his ends, whether by foul means or otherwise.

I believe the only and true way to correct this practice is to show the druggists (who are as a class intelligent men) the amount of unnecessary suffering it causes the consumer, the reflection on the reputation of the physician, the injustice done the manufacturer, and that it is dishonest for the druggist and not profitable in the end.

Let the pharmaceutical journals and druggists' associations take up the fight and push it into the enemy's camp; and, if the battle be waged with unceasing energy and vigor, I believe that right and justice will in the end prevail, and in a short time substitution will be a thing of the past.

Let us have more faith in our fellow-men, for that is the foundation of all success in life. Let us hope our brother druggists will see the error of their way and join us in our efforts to do right. Let us be charitable, say no evil of our neighbor. If he talks unfairly of you, rebuke him by speaking well of him.

If we will observe these axioms we will find more harmony and good feeling existing in our business relations than was ever known before.

To Sterilise Water.

Dr. Burlureaux, Professor Agrégé at the Val-de-Grace Military School, has devised a sterilising proceeding which has the merit of simplicity. Bacteriological researches have established the fact that, in depriving water of its lime salts, it is at the same time rendered free from microbes. Clarke's process (addition of quicklime) is relied on to rid the water of its calcium carbonate, and sodium carbonate is employed in the case of specimens containing calcium sulphate. In practice Dr. Burlureaux recommends the use of a powder which is composed of lime, sodium carbonate, alum and ferrous sulphate in varying proportions, according to the degree and kind of hardness of the water. For the dreaded Seine water the powder recommended is thus composed:—

R Quicklime	9 parts.
Carbonate of Sodium.....	5 parts.
Powdered Alum	1 part.
Powdered Iron Sulphate	1 part.

As a rule, from thirty to fifty centigrammes would sterilise a litre of water. The powder is added overnight and the

water decanted in the morning for consumption. A knowledge of this simple means of sterilization—based as it is on scientific data—will perhaps be found useful in these times of cholera.—*The Lancet.*

Gallate of Mercury.

Brousse and Gay, in a paper read before the Academie des Sciences, give an account of experiments with this body as an anti-syphilitic. The method of preparation is as follows:—

℞ Acid gallic crystal	37.6 gr.
Hydr. oxid. flav.	21.6 gr.

Mix the bodies by rubbing in a mortar; add 25 cc. of distilled water to obtain a semi-fluid paste. Leave the mixture in a mortar for two days; powder the mass and dry over sulphuric acid. This may now be used in the form of pills of the following composition:

Hydr. gallate05 gr.
Ext. cinchona10 gr.

The authors have tried the remedy on thirty different patients, and find that it is very rapidly absorbed, and very efficacious, whether in the early stages, or during secondary symptoms. They urge that its therapeutic effect is as great as the bichloride or biniodide of mercury, and that it is not poisonous in the usual doses, and does not produce any of the disagreeable effects of the bichloride.—*Comptes Rendus.*

A New Paste.

Here is a new French recipe which any of our readers who experience difficulty in getting their labels to adhere to glass, porcelain, or metal, may very likely succeed with. It is called from the *Nouveaux Remedes* for November, 1892, p. 1:

Gum arabic.....	120 parts by weight.
Gum tragacanth.....	30 "
Glycerin	120 "
Oil of thyme	2½ "

Macerate the gums separately in a little water; shake the gum tragacanth until a sticky emulsion is produced; mix in the gum arabic solution, and then filter through fine linen. Next add the glycerin, in which the oil of thyme has been previously dissolved, finally make the liquid up to about two pints with water. It is better to use distilled water. The paste is stated to possess very remarkable adhesive properties, and to keep well in sealed bottles.

PURIFICATION OF FIXED OILS.—When fixed oils, like olive, peanut, benne, or cotton-seed oil possess a disagreeable taste they are sometimes purified by mixing with a weak alkali, then adding a dioxide like manganese or barium dioxide, which readily evolves oxygen, the amount depending on the oil, incorporating the whole thoroughly for ten or fifteen minutes, then setting aside for two hours, when the whole is saturated with carbon dioxide, and at the end of twenty-four hours the oil is decanted and filtered.—*Drug. Ztg.*